

Message Text

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ACTION EA-10

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R 220714Z JAN 75

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TO USDOC WASHDC

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FOR OIM/WELCH/THOMAS/HEIKENEN/ADAMS

E.O. 11652: N/A

TAGS: BEXP, JA

SUBJECT: TAPEX 75 - SUMMARY OF EXHIBITION

1. THE FOLLOWING ALPHABETICAL LISTING SHOWS CURRENT STATUS OF EXHIBITION ACCORDING TO OUR RECORDS. (1) ALMAR INT'L. - OTM - 3X5. CHECK TO BE PAID TO T.C. N/L JAN 30. (2) AMERICAN COLLOID - WE HAVE RECEIVED NO DOCUMENTS ON THIS FIRM BUT BELIEVE IT IS OTM AND DESIRES 3X4 BOOTH, PLEASE CONFIRM AND FOLLOW-UP ON NECESSARY PAPERS. (3) CAPITAL CONTROLS - OTM - 3X5 (4) CHEMELEX - OTM - 3X5) CHEMICO - NO DOCUMENTS RECEIVED. FIRM HAD SENT LETTER OF INTENT TO WASHINGTON. WHAT IS PRESENT STATUS? WE URGENTLY NEED DOCUMENTS, PROMOTIONAL MATERIAL AND BOOTH SIZE REQUIRED. (6) COLT INDUSTRIES - OTM - 3X5 (7) EBARA INFILCO/GARVER-GREENFIELD - OTM - 3X4. CHECK AND PA TO BE OBTAINED HERE N/L JAN 28. (8) ENGELHARD INDUSTRIES - OTM - 3X4. CHECK TO BE SUBMITTED N/L JAN 31, PA COMPLETED. (9) F.E. MYERS -TOM -3X5 (10) GAM RAD - CHECK RECEIVED IN WASHINGTON. NO DOCUMENTS RECEIVED HERE. BELIEVE OTM AND 3X4 BOOTH. PLEASE CONFIRM AND FOLLOW-UP ON ALL DOCUMENTS. (11) GAMLEN - OTM - 3X4. CHECK AND PA TO BE OBTAINED HERE N/L JAN 31. (12) HOFFMAN AIR - OTM - 3X5 (13) MID-CONTINENT - OTM - 3X5 (14) NATIONAL COMPACTOR - NTM - 3X5. WE HAVE RECEIVED PAPERS FROM THIS FIRM. HOWEVER, WHEN SLIWICKI TALKED WITH TED DAUGHTERTY HE REQUESTED ESTIMATES ON PRINTING SPEC SHEETS IN JAPANESE. IN PACKAGE RECEIVED FROM DAUGHTERTY VARIOUS SHEETS ARE UNCLASSIFIED

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INCLUDED. PLEASE CONTACT DAUGHTERTY TO IDENTIFY WHICH

SHEETS(2) HE DESIRES TRANSLATED. WE WILL THEN OBTAIN COST. ALSO, PLEASE CHECK IF FIRM IS NTM OR NTE. (15) ORION RESEARCH - OTM - 3X5. PA AND CHECK ARE TO BE PAID TO T.C. N/L JAN 28. (16) SPRAYING SYSTEMS WITH BACHRACH - OTM - 3X5. CHECK FOR \$1,000 FROM EMPIRE - LOCAL REPRESENTATIVE WAS SUBMITTED JAN 9, 459 NUMBER 88356. WE UNDERSTAND SPRAYING SYSTEMS AND BACHARACH INSTRUMENTS ARE TO EACH FORWARD CHECKS FOR \$500 DIRECT TO OIM. PLEASE CONFIRM AND FOLLOW-UP. (17) TECH ECOLOGY - 3X4 - WE HAVE NOT RECEIVED ANY DATA ON THIS FIRM BUT BELIEVE IT IS NTM. ALL PAPERS ARE TO BE SENT TO OIM. PLEASE CONFIRM AND FOLLOW-UP. (18) THERMO ELECTRON - OTM - 3X4 (19) UNITED AIR SPECIALISTS - TOM - 3X4.

2. THE ABOVE TOTALS ARE 17 OTM AND 2 NTM WITH ONE POSSIBLE NTE. BOOTH SIZES ARE 8 FOR 3X4 ADB 10 FOR 3X5 AND 1 UNKNOWN. FLOOR PLAN WHICH SLIWICKI DISCUSSED WITH ADAMS PROVIDED FOR 16 EA. 3X5 BOOTHS AND 5 EA. 3X4 BOOTHS. SLIWICKI BELIEVES BOOTHS OPPOSITE OFFICE AND LOUNGE AREA COULD BE EASILY CHANGED TO 3X4. NEW ARRANGEMENT WOULD THEN BE 12 EACH 3X5 AND 10 EA. 3X4 OR TOTAL OF 22 EXHIBITORS MAXIMUM. IF ALL DATA IN PAR. 1 ABOVE IS CORRECT WE HAVE 19 EXHIBITORS THUS FAR.

3. ACCORDING TO OUR RECORDS FOLLOWING COMPANIES ARE STILL POSSIBILITIES. (1) SUNNY LTD. 3X5. DECISION DEPENDS ON 2 U.S. FIRMS MAKING EXHIBIT MATERIAL AVAILABLE. (2) MCMILLAN ELECTRONICS - LOCAL AGENT WILLING TO OPERATE BOOTH BUT REQUIRES U.S. FIRM TO MAKE FINANCIAL CONTRIBUTION. THESE TWO FIRMS COVERED IN EARLIER CABLE. (3) INTEROCEAN LOCAL REPRESENTATIVE STILL UNCERTAIN, HOPE TO REACH DECISION N/L JAN 24. (4) NORTON CO. ALSO CONSIDERING WITH DECISION EXPECTED N/L JAN 24.

4. SINCE OPENING OF EXHIBITION IS ONLY 1 WEEK SLIWICKI REQUIRES DATA ON EXHIBITORS TO COMMENCE PROMOTION CAMPAIGN. DRAWINGS OF EXHIBIT AREA ALSO REQUIRED FOR CONSTRUCTION BIDS. SLIWICKI ANTICIPATES MEETING WITH POSSIBLE CONSTRUCTION CONTRACTORS ON JAN 29 IF DRAWINGS RECEIVED IN TIME.

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5. N/S REALIZE THIS INFORMATION MAY BE LATE FOR SURFACE SHIPMENTS BUT PERHAPS IN TIME FOR AIR. PLEASE ADVISE RYAN NYSO TO INFORM EXHIBITORS THAT IT WILL EASE CUSTOMS PROCESSING HERE AND REDUCE EXHIBITORS COSTS IF PRINTED MATTER OR GIVE AWAYS ARE INCLUDED ON INVOICES SEPARATE FROM EXHIBITION MATERIAL. AND SHIPPED INDEPENDENTLY OF EXHIBIT ITEMS.
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